



2016 UTAH ANNUAL REPORT

Director's Message

Stan Nakano, District Director

The Utah District Office of the U.S. Small Business Administration is pleased to make available this 2016 edition of our Annual Report. The highlights of 2016 included an all-time record for SBA-guaranteed lending in the State of Utah, at over half a Billion dollars. Fiscal year 2016 saw \$579.5 million in combined 7(a) and 504 loans made to Utah small businesses.

In addition to a record-setting lending year in Utah, SBA's programs and services contributed to a total impact of \$967.9 million—almost \$1 billion! The State of Utah received a \$365,700 grant from SBA to support the agency's State Trade and Export Promotion (STEP) program. The grant supports small business foreign trade missions and sales trips, international marketing campaigns, export training workshops and more.

Boom Start-up of Salt Lake City was awarded a \$50,000 grant in SBA's Growth Accelerator Competition. Growth Accelerators offer small businesses an opportunity to fine-tune their business models and plans under the watchful eye of experienced business and financial experts.

Utah is one of the nation's top States in small business growth and development. Small businesses in Utah provide almost 50 percent of the jobs in the state and account for 20,000 new jobs. Utah continues to be recognized at the top of several lists to include number one on Forbes and USA Today and number three on CNBC's list of the best states in the country to do business in.

All of this success would not be possible without the contributions of SBA's Resource Partners, Participating Lenders, and cooperative efforts with the State of Utah. Together, we are focused on encouraging and enabling small companies to start, grow, and succeed. The SBA Utah District Office looks forward to continuing our efforts to sustain and support Utah's small business community.



Small Business Award Winners

Small Business Person of the Year

Jay Broadbent, Alpine Home Medical

Small Business Development Center Service Excellence & Innovation Center Award

Lennart Erickson, St George SBDC

Small Business Exporter of the Year & Region VIII Exporter of the Year

John Chrisman III, Storm Products, Inc.

8(a) Minority Small Business Person of the Year

Juan Cardenas, South Mountain Builders

Contracting Officer of the Year

James Dean, Hill AFB Small Business Office

Small Business Maker Award

Paul Allen & Kate Allen, Rustica Hardware

Rural Small Business Award

Jeff Dansie, Alpine Companies, Inc.

Women-Owned Business Award

Amelia Wilcox, Incorporate Massage.

Veteran-Owned Business Award

Michael Hawkins & Marlana Hawkins, Interim
Healthcare

Family-Owned Business Award

Travis Hoopes, LazyOne

Minority-Owned Business Award

April Cooper, Alpine Companies, Inc.

Business Community Service Award

Craig Rickenbach, Persnickety Clothing

Women's Business Outreach Center of the Year

Ann Marie Wallace, Salt Lake Chamber Women's
Business Center

Region VIII Administrator's Award

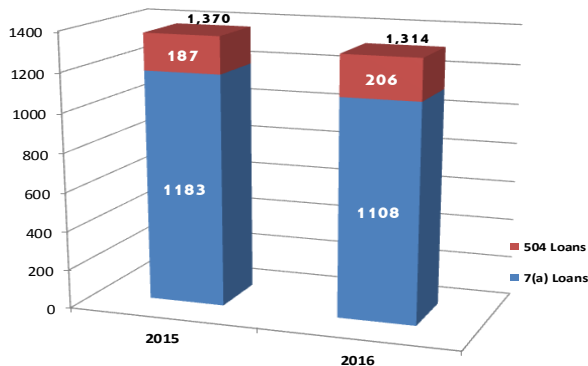
Utah SCORE, Blane Hemmert, SCORE District Director

Loan Approvals

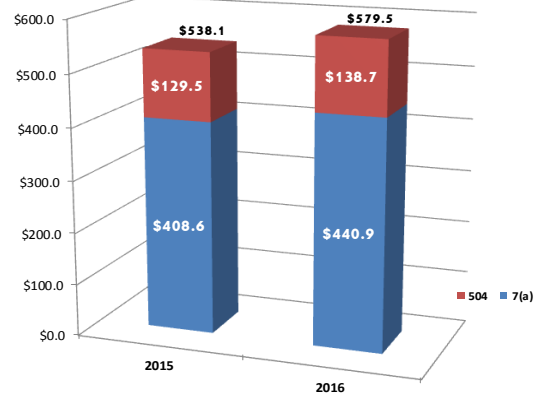
Ambank	21	\$20,356,300
America First FCU	11	\$1,066,600
Bank of America NA	1	\$4,115,000
Bank of American Fork	35	\$14,226,100
Bank of Hope	1	\$1,297,000
Bank of the West	14	\$12,390,800
Bank of Utah	1	\$36,000
Bank Rhode Island	2	\$260,000
Banner Bank	16	\$2,659,500
Beneficial Bank	2	\$664,000
Brighton Bank	5	\$3,916,800
Business Fin. Corp of St. Louis	1	\$398,000
Cache Valley Bank	17	\$1,469,900
Capital Community Bank	2	\$1,530,000
Celtic Bank Corporation	35	\$12,884,500
Central Bank	25	\$2,264,100
Citizens Bank	1	\$350,000
Commonwealth Business Bank	1	\$543,000
Community Advantage (MWSBF)	8	\$1,094,800
Continental Bank	1	\$75,000
Crestmark Bank	1	\$4,213,100
Cyprus FCU	3	\$247,500
Eastern Idaho Dev. Corp	1	\$1,834,000
Evolve Bank & Trust	1	\$604,000
First American Bank	1	\$350,000
First Bank Financial Centre	3	\$1,385,000
First Chatham Bank	1	\$3,250,000
First Home Bank	9	\$1,685,000
First National Bank of Layton	6	\$2,699,800
First Utah Bank	30	\$23,433,200
Fresno First Bank	1	\$150,000
Golden Pacific Bank NA	1	\$226,800
Goldenwest FCU	2	\$60,000
Grow America Fund, Inc.	1	\$150,000

Independence Bank	2	\$300,000
Jordan FCU	7	\$377,800
JPMorgan Chase Bank NA	57	\$19,748,200
Keybank NA	29	\$12,901,000
Live Oak Banking Company	21	\$40,361,000
Lubbock National Bank	2	\$775,300
Meadows Bank	9	\$8,137,500
Mission Valley Bank	1	\$2,780,800
Mountain America FCU	78	\$16,054,300
Mountain West Small Bus.Fin.	158	\$111,497,000
Newtek Small Business Fin. Inc.	2	\$251,000
Pacific Western Bank	1	\$4,315,000
Proficio Bank	2	\$2,672,200
Ridgestone Bank	1	\$600,000
Rock Canyon Bank	47	\$39,207,500
Security Service FCU	3	\$2,601,700
Spirit of Texas Bank, SSB	4	\$882,300
State Bank of Southern Utah	35	\$3,560,800
Stearns Bank, NA	11	\$2,578,400
T Bank, NA	1	\$3,978,000
The Bank of Commerce	1	\$145,000
The Bankcorp Bank	1	\$1,991,000
Town & Country Bank	22	\$12,494,400
U.S. Bank, NA	77	\$29,895,300
Umpqua Bank	1	\$279,000
University First FCU	22	\$4,834,000
Utah Certified Development Co.	46	\$24,927,000
Utah Community Bank	5	\$645,000
Utah First FCU	1	\$300,000
Vision One CU	1	\$490,000
Wasatch Peaks FCU	5	\$289,600
Wells Fargo Bank NA	172	\$52,672,600
Yadkin Bank	1	\$200,000
Zions First National Bank	227	\$54,908,700
Grand Total	1314	\$579,537,200

LOAN NUMBERS



TOTAL DOLLARS FOR LOANS
(\$ Millions)



Loans By County

Beaver	2	\$40,000
Box Elder	27	\$9,121,200
Cache	76	\$40,985,800
Carbon	2	\$1,394,900
Davis	136	\$51,964,800
Duchesne	6	\$865,000
Garfield	5	\$944,500
Grand	8	\$3,228,500
Iron	31	\$7,436,300
Juab	3	\$352,000
Kane	3	\$3,926,000
Millard	3	\$757,500
Morgan	5	\$1,040,800
Piute	7	\$16,606,000
Rich	2	\$300,000
Salt Lake	466	\$229,890,500
San Juan	2	\$770,000
Sanpete	16	\$6,730,000
Sevier	6	\$3,269,000
Summit	38	\$8,854,300
Tooele	15	\$5,625,100
Utah	15	\$5,580,400
Utah	259	\$116,082,500
Wasatch	21	\$8,704,400
Washington	74	\$20,633,800
Wayne	2	\$1,004,500
Weber	84	\$33,429,400
Grand Total	1314	\$579,537,200

SBA's Impact On Utah's Economy

Loan Approvals	2015	2016
Community Advantage	11	8
Export Express	9	2
International Trade	1	3
PLP	302	342
SBA Express	530	506
7(a) Small Loans	261	181
Other	67	66
504	187	206
Total Loans	2015	2016
Number	1,370	1,314
Amount	\$538.1M	\$579.5M
Minority	127	136
Amount	\$53.5M	\$70.8M
Women	191	181
Amount	\$60.3M	\$55.6M
Veterans	54	54
Amount	\$21.8M	\$26.5M
8(a) Contracts	2015	2016
Number	1,209	859
Amount	\$148.4M	\$148.3M
HUBZone		
Number	241	201
Amount	\$45.5M	\$35.1M
Total SBA-Utah Impact	2015	2016
7(a) Loans	\$408.6M	\$440.9M
504 Project Amount	\$308.1M	\$343.6M
8(a) Contracts	\$148.4M	\$148.3M
HUBZone	\$45.5M	\$35.1M
Total	\$910.6M	\$967.9M

2016 TOTAL IMPACT (\$ Millions)

